Ваш надійний помічник

Торговий представник Sales Representative, 120000 грн.

Київ, 25 червня 2025

Компанія: UK Based Digital PR & SEO Agency (https://jobs.ua/company/id/1640796) (Всі вакансії)

Рубрики: Торгівля, продажі, закупівлі, Реклама, маркетинг, PR, Робота за кордоном

Побажання до співробітника

Освіта:	середня
Досвід роботи:	від року
Графік роботи:	повний робочий день

Опис вакансії

We are a UK-based digital agency delivering high-impact campaigns that receive top-tier media coverage and deliver measurable results. We are looking for an independent contractor to work remotely in a commission-driven sales role. This is not a permanent role, you will work with us on a contract basis, managing your own time, taxes and equipment.

The ideal candidate is a proactive, self-starter who can work independently and take responsibility for identifying and closing new business opportunities. You will be supported by our implementation teams, but you will be expected to work autonomously in a high-performance environment.

This is a fully remote role and candidates must be fluent in English, have their own computer and reliable internet, and be confident in communicating with clients independently.

We offer an annual base contractor fee of between £1,400,000 and £1,840,000, with commission paid as a percentage of sales. This results in an annual Targeted Engagement (OTE) income of between ₴1,600,000 and ₴2,800,000 per annum, depending on your performance. Contract terms and commission rates will be negotiated based on your experience. The role will focus on SEO sales.

Key Responsibilities
Generate outbound leads for JBH SEO services by identifying qualified opportunities in targeted sectors.
Conduct cold outreach campaigns (email, LinkedIn, etc.) with a focus on SEO solutions.
Support digital PR client sourcing where aligned with SEO services.
Develop customized proposals and email sequences based on client needs and JBH case studies.
Coordinate initial calls between leads and the SEO/Digital PR team.
Maintain CRM hygiene (HubSpot) by updating all outreach activity and lead status.
Report on outreach effectiveness, lead quality, and opportunity portfolio weekly.
Provide insight into how SEO and digital PR services can be packaged for specific verticals.

Required Skills and Experience:
Proven success in outbound SEO sales (agency or freelance).
Bonus: Experience selling digital PR or content marketing services. Deep understanding of SEO principles (on-page optimization, technical optimization, content, strategy)

Professional, persuasive communicator with experience in cold calling and consultative sales
Self-motivated contractor who is confident working autonomously with minimal supervision
Proficiency in CRM platforms (e.g. HubSpot) and familiarity with remote collaboration tools

Terms and Compensation
Freelance/contractor role only. This is not a salaried or full-time position.
Monthly or performance-based pay available. Pay will be negotiated based on experience, networking opportunities and expected results.
Flexible working hours: The contractor is responsible for managing their own time and achieving agreed targets. However, the

contractor will be required to be available during core UK business hours (10am-4pm GMT/BST) to register, collaborate with the team and pass on leads. The
initial contract period is 3-6 months, with the option to renew or extend depending on the effectiveness and quality of the sales process. Performance will be assessed based on the volume and quality of SEO leads, consistency of reach and contribution to new business successes. Please send your CV to

We're a UK-based digital PR agency delivering high-impact campaigns that earn top-tier media coverage and drive measurable results. We're looking to hire an independent contractor for a remote, commission-incentivized sales role. This is not an employed position, you'll work with us on a contractor basis, managing your own time, taxes, and equipment.

The ideal candidate is a proactive, self-sufficient professional who can work independently and take ownership of identifying and closing new business opportunities. You'll be supported by our delivery teams but expected to operate autonomously within a high-performance environment.

This is a fully remote role, and applicants must be proficient in English, provide their own computer and reliable internet, and be confident communicating with clients independently.

We offer an annual base contractor fee of ₴1,400,000–₴1,840,000, with commission paid as a percentage of sales closed. This leads to on-target earnings (OTE) of ₴1,600,000–₴2,800,000 per year, depending on your performance. Contract terms and commission rates will be negotiated based on your experience. The role will focus on sales for SEO services

Key Responsibilities
Generate outbound leads for JBH's SEO services, identifying qualified opportunities in target sectors
Execute cold outreach campaigns (email, LinkedIn, etc.) with a focus on SEO solutions
Support Digital PR prospecting where aligned with SEO services
Craft tailored proposals and email sequences based on client needs and JBH case studies
Coordinate initial calls between leads and the SEO/Digital PR team
Maintain CRM hygiene (HubSpot), updating all outreach activity and prospect status
Report weekly on outreach performance, lead quality, and opportunity pipeline
Provide input on how SEO and Digital PR services can be packaged for specific verticals

Required Skills & Experience
Proven success in outbound sales for SEO services (agency or freelance)
Bonus: experience selling Digital PR or content marketing services. Strong understanding of SEO principles (on-page, technical, content, strategy)
Professional, persuasive communicator with experience in cold outreach and consultative selling
Self-motivated contractor comfortable working autonomously with minimal oversight
Proficient in CRM platforms (eg HubSpot), and familiar with remote collaboration tools

Terms & Compensation
Freelance/Contractor role only. This is not a salaried or in-house employee position.
Monthly retainer or performance-based structure available, compensation will be agreed based on experience, outreach capability, and expected outcomes.
Flexible working hours, a contractor is responsible for managing their own time and meeting agreed targets. However, the contractor will be required to maintain availability during core UK business hours (10:00–16:00 GMT/BST) for check-ins, team collaboration, and lead handovers.
Initial contract term of 3–6 months, with potential for renewal or expansion depending on performance and pipeline quality.
Performance will be measured based on volume and quality of SEO leads, outreach consistency, and contribution to new business wins. Please send resumes to Rachael Buchanan.

Контактна інформація

Контактна особа:	RachaelBuchanan